US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Paychex
PARTNER/VAD NAME:

SECTION I - Approval Requests:
HQAPP Requests:

1.
2.

TIER 1 Requests:

1. Price hold 1 year for products ordered on ordering document
2.

TIER 2/3 Requests:

1. Store (20%)   Plus 25% Total Discount 45%.
2.

Previously approved requests (include date of approval):
1.
2.

SECTION II – Deal Summary:

Deal Summary	
Programs	Database, HR, PR, SS HR, Financials Add ons
License Discount	_45_ % (ebiz + 25%)
Support Discount	_45_ % (ebiz + 25%)
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	
Price Holds	1 year at contract price for products ordered
List License	$510,500
List Support	$ 112,310
List Comp & Admin	N/a
Net License	$280,775.00
Net Support	$ 61,770.50
Net Comp & Admin	N/a
Net Total Price	$342,545.50
Price List Used	Feb 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	%
Date of Price List for price hold	

GOVERNMENT EXHIBIT
P1061

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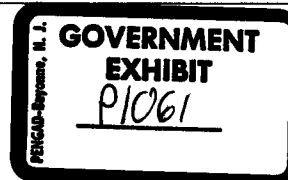
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

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ECTION III - Justification:
Customer has done several deals with us over the past 18 months that would have them well over this discount amount. They have consolidated future purchases to advance them into this quarter and in consideration of past purchase volumes and
Advancing their purchases they will sign with this discount level.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *(fill in rep name and AVP name here)*
Field RM name if submitted by OracleDirect:

R: *(leave blank for HQAPP to fill out)*
C:
L:
A:
BP:

****
PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW
WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I)
ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details

<u>Instructions</u> - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

<u>Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.</u>

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	2-27-2003
Opportunity I.D. (OSO Number):	917845
Is this a ship order?	Yes __x__ No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	
Is this deal the result of a compliance issue that LMS has been involved in?	_____Yes _x___No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	_____Yes (specify non-supported license type and eBusiness license type used to determine conversion) __x__No
Quote Valid Through (insert date):	2-28-03
Partner (insert name, if applicable)?	Margin or % of net license fees_____
VAD (insert name, if applicable)?	Margin or % of net license fees_____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee? If yes, specify payment type:	_x__Yes _____No _____Applications Affiliate Fee _____ROP Fee **LFU on TECH only @ 10%**
MIGRATIONS OR UPDATES:	Yes _____ No
PREMIUM SERVICES:	Yes _____ No
INCIDENT PACKS:	Yes _____ No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	_____Yes _____No
Payment Terms:	__x__Net 30 _____Other (Specify)_____
Referenced Agreement:	_____New OLSA __x__ Other (Specify) Existing SLSA_____

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Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Paychex Inc.
Business Address:	911 Panorama Trail South
City / State / Zip:	Rochester NY 14625
Customer Contract Admin:	Jim Beaton
Phone #:	585-216-0522
Fax #:	
E-mail ID:	jbeaton@paychex.com
Billing Contact:	Same as above
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ___ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ___
Shipping Contact:	**Same as above**
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	Same as above
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

HIGHLY CONFIDENTIAL   ORLITE0413515

Education (EPPC)	
Education Prepaid Credit Amount:	$
Education Discount:	_____%
Education Revenue:	$
Education Sales Rep:	

PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:
Make:
OS:
PROGRAMS:

Applications		
Will applications be modified:	Yes	x No
Will users be accessing modified Apps from the web:	Yes	x No
Have all prerequisites been included:	_x_ Yes	___No
Will users use Fast Forward RPM:	Yes	x No
Will applications be hosted:	Yes	x No
Indicate database that Apps will run on:	Oracle	
Indicate CSI for existing prerequisite database and tools:		

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	James Sbarra
Technology Sales Manager	Christopher Mooney
Account Manager	
OracleDirect Rep	Brad Mannal
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	____Yes (if yes, list all appropriate reps) _x_ No
Requester:	Name: ___James Sbarra_____ Business Telephone: __585-264-4577_____ Cell Phone: 585-750-6699_